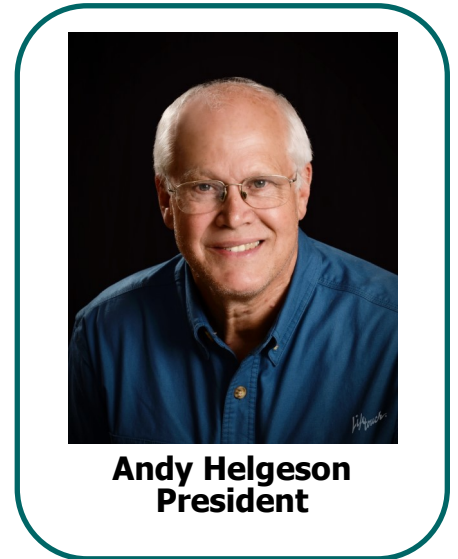




The WAHI Inspector

October 2018 Vol. 22, Issue 10 www.wahigroup.com



Andy Helgeson
President



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WHAT'S HAPPENING THIS FALL WITH WAHI?

It's been a very busy inspection year, but for me, it's slowed down recently - which is does every year. When school starts (or ends) buyers have other priorities. I look at it as a blessing since it gives me time to catch up on projects I've put on the back burner. Here is some of what's happening with WAHI:

- WAHI is working on a comprehensive By-laws change, and for the first time, a Policy Manual. For most of you this doesn't matter but making sure WAHI has a proper governance system is important to ensure WAHI meets your needs as efficiently as possible. As required in our By-laws, every member is given a chance to review and comment on any proposed changes before voting to accept or reject them. Look for the proposed changes in the near future. If you have any interest or input on this, we welcome your involvement and comments – this is your association.
- The Milwaukee Chapter is working with the Milwaukee Metropolitan Sewerage District (MMSD) to perform assessments on properties in their district with the goal of reducing storm water from entering their system. MMSD is a huge organization, overseeing a huge area, and it is an honor to have them consider WAHI as a partner. While this currently pertains only to the Milwaukee area, long term I would like to see WAHI expand this program to other areas of the State. Once WAHI members become "experts" with this pilot program, I hope we could talk to other municipalities to offer our expertise to help them (and provide another income source for our members!). If any of our members have a working relationship with their local municipal leaders, contact WAHI and we'll talk about how to proceed.
- The end of the State's biennial licensing cycle is approaching - December 15th. Remember, you'll need to provide proof that you've completed your required Continuing Education (CE) to renew your license. Your Chapter meetings and the WAHI Fall 2018 Education House and Training Seminar provide a great opportunity to obtain CE's...not to mention they're both a great source for networking and honing your inspection skills.

(continued on pg. 5)

WAHI Fall 2018 Education House and Seminar
November 2nd and 3rd
The Holiday Inn Manitowoc in Manitowoc
Earn up to 15 credits! Details and Registration [HERE!](#)



NEXT MEETING: Wednesday, October 17

Social at 6:00 pm & Meeting/Dinner at 6:30 pm
Meeting and meal is \$30; meeting only is \$10.

NOTE: MEETING LOCATION CHANGE FOR THIS MONTH

[Sconni's Alehouse & Eatery, 1239 Schofield Ave, Schofield, WI 54467](#)

Education: Sean Corsten, Advantage/Radant Insurance and Premier Window Supply
Sean will touch on E&O insurance - the importance of coverage and understanding the options available. In addition, Sean will address the proper installation of vinyl windows.

For speaker information, or to provide a suggestion/lead, please contact the Chapter Education Chair, Tyler Groshek at 715.212.7341



NEXT MEETING: Wednesday, October 3

Buffet Dinner at 5:30 pm & Meeting at 6:00 pm

[Jade Garden Restaurant, 3620 Gateway Dr., Eau Claire](#)

Education: Dan & Jesse Green, Water Source Heating and Cooling
Jesse and Dan will be talking about Geothermal systems.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, David Welch at 715.382.6058



NEXT MEETING: Tuesday, October 16

Round table at 5:30 pm & Meeting/Dinner at 6:00 pm

[The Stone Toad, 1109 S. Oneida St., Menasha](#)

Round Table Discussion: Open discussion on anything of interest you have come across during your inspections. Bring pictures on your smart phone or jump drive to load onto the projector!

Education: To be determined.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Scott Hansen at 920.716.3025



NEXT MEETING: Thursday, October 18

Roundtable at 5:00 pm & Dinner, Meeting and Educational Presentation at 5:30 pm

[Great Dane Pub and Brewing, 2980 Cahill Main, Fitchburg](#)

Education: To be determined.

Calling all Madison members! We need your help to find speakers for our future meetings - we accept a wide range of topics.
Please contact Chapter Education Chair, Ron Miller at 608.235.9836



NEXT MEETING: Tuesday, October 9

Social time from 5:30 - 6:30 pm, Buffet Dinner available from 6:00 - 7:00 pm

Business Meeting and Educational Presentation at 7:00 pm

[Klemmer's Banquet Center, 10401 W. Oklahoma Ave., West Allis](#)

Education: Barry Hintz, Advanta Clean

Stacie Purko, Greater Milwaukee Association of Realtors

Barry will speak on water issues, mold development and how to properly remediate.
Stacie will share information about a new lockbox system that will be widely used in Milwaukee and the surrounding areas.

For speaker information, or to provide a suggestion/lead, please contact Chapter Education Chair, Ryan Eigenfeld at 414.795.9018

WI REALTORS ASSOCIATION CONFERENCE

Our Public Relations Chair Bob Turicik again coordinated the WAHI booth at the WRA Conference in September! Our thanks to Bob (of course 😊), Bruce Low (of course...he assists Bob every year 😊), and all of our member volunteers for spreading the word about WAHI!



Denny Kruger, Bruce Low, Bob Turicik, and Dan Glaubig



Bruce Low, Bob Turicik, Ric Thompson, Rich Reinart, and Tom Beatty

WHAT'S HAPPENING IN WAHI?

This is a brief recap of activity in the past month and a preview of what lay ahead. If anyone would ever like further information on something mentioned in this piece, just let me know...julie@wahigroup.com or 414.299.9766

September 2018

- **Fall 2018 Education House and Training Seminar:** Registration is up and running on the website! We are scheduled for Friday, November 2nd and Saturday, November 3rd at the Holiday Inn, Manitowoc. See the website - <https://wahigroup.com/event-3049106> - for all of the details!
- **WAHI Booth at the Fall 2018 WRA Convention:** Another successful representation of WAHI at the WRA's fall convention. See page 3 in this newsletter for a couple of photos of our member volunteers who staffed the booth for the 2 day event.
- **WI State Statutes:** WAHI was alerted by the WRA that some confusion still exists regarding the changes to the State Statutes. **Changes to the Statutes went into effect on July 1, 2018.** The updated Statutes have been posted on the WAHI website - <https://wahigroup.com/State-Standards/> WAHI recently sent a postcard to all licensed home inspectors in the State in an effort to spread the word a bit further...and to those WAHI members who are not so good at checking their email!
- **Meeting with AHIT:** President Andy Helgeson, Scot McLean (Milwaukee Chapter) and I met with key players at AHIT. The goal was to get the wheels in motion to develop a collaborative working relationship. We expressed our desire for increased awareness of WAHI with their graduating students and suggested we work together to make sure that all WI AHIT graduate are familiar with, and focus on, the WI State Statutes and Standards of Practice in their inspections and their reports.



**Julie Arnstein
Executive Director**

October 2018 and Beyond...

- **2019 State and Chapter Elections:** It's not too early to begin thinking and talking about the spring elections. All chapter officers are up for election in odd numbered years. State President will be up for election as well. All positions carry a 2-year term.
- **Bylaws and Policy Manual:** The Bylaws Committee and I are working hard to significantly revise the Bylaws and develop a new Policy Manual. Watch your email and future newsletters for important info. There will be deadline dates for discussion – the vote on the Bylaws is planned for spring 2019...or sooner!
- **Spring 2019 Education House and Training Seminar:** We have this seminar date and location locked in...Friday, March 29th and Saturday, March 30th at the Four Points Sheraton in Milwaukee!
- **Fall 2019 Education House and Training Seminar:** Déjà vu...we also have this seminar date and location locked in...Friday, November 8th and Saturday, November 9th at Chula Vista in the WI Dells!

You can **add your photo and/or a link to your website** to your WAHI profile!

Submit photo and/or company website info. to: julie@wahigroup.com

- Speaking of the Fall 2018 Seminar...
 1. If you read the WAHI newsletter you know I've been on a liability kick for a while. As President, I am regularly made aware of members who are involved in potential litigation or arbitration. I get feedback on litigation happening around the country, and occasionally get calls from disgruntled home buyers who feel their inspector did not do their job properly and missed problems with their purchase. Due to that, I have a heightened awareness about liability. As I mentioned in the last newsletter, one of our speakers at the upcoming seminar is one of the best resources I've ever encountered. Adam McGary of Capital Claims Management works solely with E & O providers to settle litigation/claims for the insurance providers. Because of this, he is a unique resource on what's happening, why it happens, and how to deal with these unpleasant situations. I **strongly recommend** attending the seminar to hear what he has to say.
 2. Milwaukee Chapter President Jay Paulson has provided a couple of interactive presentations for the Milwaukee Chapter. Jay's presentations are always great - the crowd is directly involved and everyone in the room get the chance to obtain **answers to questions directly dealing with their business**. This session will fly by since everyone gets involved – make sure you're in your seat by 8 AM!
 3. We've had a rash of basement problems come to our attention lately. The Number 1 cause of liability for home inspectors is basement problems. You can **never know enough** when it comes to this subject. Tom Feiza isn't just a presenter, he's one of us, and you can count on getting the best information to help you stay away from unhappy clients with basement problems.
 4. Roofs and attics are part of the "Big 3" when inspecting buildings. Like foundations, you can never know enough! If you're not strong with your roof knowledge, this is a **must-hear** topic.

As always, you're invited to the WAHI Board of Directors Meeting Friday afternoon of the seminar weekend. We'll deal with long-term planning for WAHI. I encourage you to attend and learn how WAHI works. There is more information on this in this newsletter.

Remember, always come down from the roof on your ladder – don't use the one, large, long, quick-step process - and please, look for me at the seminar!

Andy Helgeson
WAHI

WAHI Fall 2018 Education House and Seminar

November 2nd and 3rd
The Holiday Inn Manitowoc
in Manitowoc

Earn up to 15 credits!
Details and Registration
[HERE!](#)



OFFICE DEPOT

As many of you know, Office Max and Office Depot merged this past year. The Office Max discount program offered to WAHI members no longer exists – the savings became spotty as the merger was coming together and then finalized.

Office Depot has come to WAHI with a new, improved program.

See page 15 for information on their in-store program and page 16 for a program overview and the contact person to establish an online account.

From one of our Central Chapter members. "I needed 2,000 copies made – they quoted me \$160.00. After I presented my WAHI card, the cost dropped to \$50.00! What an AWESOME savings!"

BOARD MEETING

The WAHI Board of Directors will meet on Friday, November 2, 2018 starting at 2:00 pm. This meeting will be held in conjunction with the Fall 2018 Education House and Training Seminar at the Holiday Inn Manitowoc in Manitowoc. All WAHI members are welcome to attend. Please contact Julie Arnstein by Wednesday, October 24th if you would like to attend - julie@wahigroup.com or 414.299.9766.

ATTENTION CHAPTER EDUCATION CHAIRS

Kudos to the Madison Chapter for coming up with a great (fun!) education idea for their September meeting! Longtime home inspector members Denny Kruger, Ron Miller and Casey New made up a “panel of experts” who fielded questions from the crowd - David Strandberg agreed to serve on the panel too but was unable to make the meeting. It made for a great evening and a nice change of pace.

I encourage other chapters to give this idea some thought for a future meeting of theirs! **An important thing for the “experts” to remember though...raise the white flag if you do not know an answer – far better to tap into the other experienced members in the room than misinform.**



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See page 9 for an informative article provided by InspectorPro

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joe.bednarek@gmail.com

Jeremy Blair (Milwaukee)
Associate/Student Member
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ffmed2@gmail.com

Mike Clark (Milwaukee)
Home Inspector Member
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224.554.9798
mike@mjclarkinspections.com

David Eigenfeld (Milwaukee)
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262.345.2250
upgradeproslc@gmail.com

Steven Holmes (Milwaukee)
Home Inspector Member
Holmes Inspections
920.395.8092
steve@holmesinspectionsandntesting.com

Rachel Wilkinson (Milwaukee)
Home Inspector Member
Wisconsin Property Inspections, LLC.
262.818.1410
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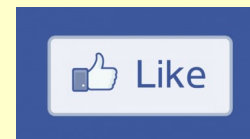
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WAHI 101 - INSTRUCTIONS TO UPDATE YOUR PROFILE IN 5 EASY STEPS:

1. Go to www.wahigroup.com.
2. From the Home Page - upper right corner, **select "LOGIN."** **ENTER your email address on file with WAHI and password.** *If you have questions, contact Julie at julie@wahigroup.com.
3. Once logged in, the upper right corner shows your name, "Change Password" and "Log Out." **CLICK on your name.**
4. You should now be on the "My Profile" page. **Select "EDIT PROFILE"** in the gray rectangular box.
5. After making your updates, **select "SAVE"** in the gray rectangular box at the bottom of the page.

Stay in touch with the WAHI Facebook page!



Our WAHI Facebook community provides the perfect opportunity to post minutes, make chapter announcements, post meeting changes, start a dialog/ask questions of other inspectors or just see what you fellow WAHI members have been up to.

If you have any questions, please contact **Bob Turicik at 920.892.7654 or homeview@wi.rr.com**

5 Hiring Tips for Your Home Inspection Business

Published by [InspectorPro Insurance](#)

Many of you are desperate for hiring tips for your home inspection business. After all, in a niche industry like home inspections and in a nation at [3.9 percent unemployment](#), it can be tough to find talent. But for many U.S. home inspectors, hiring is a must. Let your inspection business run understaffed and you risk lower productivity and employee burnout. But hire the wrong person or at the wrong time and your business can suffer even more.



How can home inspectors manage risk and hire quality staff? We asked your fellow home inspectors, who shared 5 hiring tips for your home inspection business.

1. Hire at the right time

According to Jim Troth, General Manager of [Habitation Investigation](#) in Ohio, it's important to keep your calendar available for new clients. In fact, Habitation Investigation guarantees the ability to inspect within 48 hours of a new request.

"If you can't schedule anybody new for a week, you need to hire somebody," Troth said. "You're losing business because, at that point, you're having to turn away business."

In Troth's view, turning away business doesn't just affect that client. It can impact realtor relationships and the potential to receive future referrals.

"When you turn somebody away, you also kind of turn that agent away," Troth explained.

Travis Hill, Owner of [Premier Inspections](#) in Texas, agrees. In Hill's experience, inspectors that have declined work from one realtor often unintentionally stifle referrals from multiple realtors.

"If agents start saying you're too busy, it goes like wildfire," Hill said. "Once you get the reputation you're too busy, you're done."

[Read More](#)

To learn more about InspectorPro Insurance, please see our ad on pg. 6 of this newsletter.

WAHI Arbitration Program

Not every homeowner/inspector interaction goes smoothly. Although all members are encouraged to make every effort to resolve disputes on their own, we know that is not always successful.

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The process begins when the complainant (homeowner) contacts the Program Administrator at Resolute Systems by one of the following ways:

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Arbitration Committee Chair, Mark Thomas at
414.486.2367 or mark@thomasbuildingconsulting.com



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WAHI Legal Support

Attorneys Roy Wagner and Lauren Triebenbach, of von Briesen and Roper, continue to offer risk-free initial counseling to members with legal concerns.

If further legal assistance is requested, the cost of the initial consultation will be included in the bill.

Contact us at 414.287.1250
rwagner@vonbriesen.com or ltrieben@vonbriesen.com

DISPUTE PROCESS

All member-to-member or member-to-association disputes must go through the Membership Committee.

A member going public, with disputes of these types, risks disciplinary action. The Membership Committee will implement this policy.

For more information on this process, contact Membership Committee Chair: Ron Miller at 608.235.9836 or ronmiller547@gmail.com



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Members Only - Interactive Forum

It has come to our attention that many of you may be unaware the WAHI website hosts an interactive forum on the Members Only page. We encourage all members to check it out!

This is a very useful tool for communicating directly with fellow members and with our large membership, chances are very good that you will find someone who has a shared experience similar to yours or an answer to your question!

To access the forum section of the website you need to log-in to the website.

See WAHI 101 on page 6 for step-by-step instructions to log-in to your profile and make use of this additional "tool" and benefit WAHI offers to their members.

WAHI WELCOME COMMITTEE

Our Welcome Committee is intended to do just that....*welcome* our new members into WAHI. As a new member, expect a call from a member from your chapter. If you are a "newer" member – maybe you joined a while ago but haven't yet attended a meeting - feel free to reach out to a committee member from your chapter and make arrangements to meet at the next or an upcoming meeting.

We want our new members to feel "welcome", feel a connection with the group... and the members listed below are the right people to do that!

CENTRAL

Mike Carson - 715.212.4051 or carsonhomeinspector@gmail.com

Rich Duerkop - 715.241.8222 or americansentry1@charter.net

Nate Petersen - 715.218.6365 or nppmpp01@yahoo.com

CHIPPEWA VALLEY

Jon Hempel - 715.210.3217 or jhempel@newageinspection.com

Joel Markeson - 715.225.0385 or jpmarkuson@gmail.com

FOX VALLEY

Dave Brading - 920.889.2120 or dave.brading@yahoo.com

Bob Turicik - 920.946.0433 or homereview@wi.rr.com

MADISON

Sean Martinsen - 608.206.1108 or sktailhook@yahoo.com

Rich Reinhart - 608.535.9206 or thehomeinspectorllc@outlook.com

MILWAUKEE

Andy Helgeson - 414.315.0266 or helge4674@outlook.com

Steve Knoebel - 414.828.4217 or stevek@knoebelinspect.com

Scott LeMarr - 262.424.5587 or scott@honesthomeinspections.com

Mike von Gunten - 262.945.2446 or mike@lahigroup.com

Chuck Weber - 414.536.1300 or cweber81@wi.rr.com

Thank you all for stepping up to serve on one of the **most important** committees within the WAHI organization!

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Paul Gomez

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Brian Opelt
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Dave Pribyl
920.660.3000

Secretary & Executive Director

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David Strandburg
608.255.3966

Mike von Gunten
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Treasurer

Tom Kruse
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Sean Martinson, **Madison**
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Scot McLean
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Jay Paulson, **Milwaukee**
262.751.5992

WAHI COMMITTEES

Arbitration

Mark Thomas, Chair
Dave Brading
David Nason • Ron Nohre
Attorney Roy Wagner

Membership

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Mike Carson
Roger Kautz
Scot McLean
Brian Opelt
David Pribyl

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Tom Kruse, Chair
Dave Corby • James Davis
Nathan Peterson • Misty Russell
Dave Stoinski

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Rich Duekop
Terry Elliott
Sean Martinson
Jay Paulson
Dave Pribyl

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John Moore, Co-Chair
Mike Carson
Mike von Gunten

Public Relations

Bob Turicik, Chair
Troy Beasley • Bruce Low
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Education House

Mike Carson, Chair
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Attorney Roy Wagner

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Tom Dempsey
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Julie Arnstein, Chair
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Welcome

See page 14 in this newsletter

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